

Message Text

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DRAFTED BY COM/SAD/CJOHNSON/POM

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P 292156Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: NA

TAGS: BEXP, NI

SUBJECT: AMOFFICE TECHNICAL SALES SEMINAR JUNE 21 -

22, 1976

REF: SULLIVAN/JOHNSON TELCON 4/28/76. USDOC O2784-2/20/76

STATE 061053-3/12/76; USDOC 05714-4/21/76; TELCON SULLIVAN/

RYDLUN 4/5/76.

COMMERCE CONCLUDING PROCUREMENT AMOFFICE TECHNICAL SALES
SEMINAR. URGENT THAT WE GET RESPONSE ON FOLLOWING QUESTIONS

1. CAN 200 SQ. METERS OF EXHIBIT SPACE BE FOUND FOR BELL
----AND HOWELL TO EXHIBIT 5 PIECES (DESK SIZED) EQUIPMENT?

2. R.C. ALLEN INC. NEEDS 3 EXTRA SIZE ROOMS, 2 FOR ACCOM-
MODATIONS AND 1 FOR DEMONSTRATING NEW CASH

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----REGISTERS. CAN EMBASSY OBLIGE?

3. HOW SHOULD GOODS BEING SHIPPED FOR DEMONSTRATION BE
---CONSIGNEE? MOST OFFICE MACHINERY COMPARATIVELY SMALL
---SIZE.

4. HAVE YOU ANY NEW INFORMATION ON WHICH FIRM GOT PRIME

---CONTRACT FOR POSTAL MONEY BOXES? ANSWER WILL
PRECIPITATE PARTICIPATION OF MOSLER.

5. NEED TO KNOW WHETHER ARNST OF 3M INTERESTED IN PAR-
---TICIPATING SEMINAR. ARNST STOPPED BY COMMERCE FEW
---MONTHS AGO AND EXPRESSED INTEREST IN DELIVERING PAPER
---AT SALES SEMINAR TO RYDLUN.

ASSISTANCE WILL BE NEEDED FROM USIS FOR PRINTING
PAPERS AND BROCHURE. ESTIMATE THAT 1,000 FLYERS AND 200
COPIES OF EACH TECHNICAL PAPER BE PRINTED. FLYER WILL BE
BLACK AND WHITE CONTAINING PICTURES OF EACH SEMINAR MEMBER
INCLUDING DIRECTOR. EACH SEMINAR MEMBER WILL GET ONE PAGE
BIO. IF SEMINAR HAS 7 MEMBERS BROCHURE WOULD HAVE 7 PAGES
PLUS PAGE FOR DIRECTOR AND SIMPLE COVER. TECHNICAL PAPERS
COULD BE REPRODUCED BY OFFSET PROCESS. CAN USIS ASSIST ON
PRINTING FOR SEMINAR?

PROCUREMENT STATUS TO DATE INCLUDES PARTICIPATION BY
NATIONAL SEMICONDUCTOR (NOVUS), R.C. ALLEN AND PLANNING
RESEARCH. HAVE STRONG VERBALS BELL AND HOWELL, TEXAS
INSTRUMENT ANSEL INT'L AND VICTOR COMPTOMETER BORROUGHS
AND ADDRESSOGRAPH MULTIGRAPH. HEADQUARTERS OF IBM AND
XEROX VERY STRONG ON PARTICIPATION. MOSLER

AWAITING ANSWER ON WHO RECEIVED PRIME CONTRACT.

CHARLES E. JOHNSON, SPECIAL ACTIVITIES, WILL ACT AS AD-
VANCE OFFICER AND SALES SEMINAR COORDINATOR FOR AMOFFICE
TECHNICAL SALES SEMINAR AND WILL ARRIVE IN LAGOS ON
JUNE 9, 1976. ETA WILL BE CABLED SHORTLY.

URGENT REPLY REQUESTED. SISCO
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